Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 12488 190831Z
ACTION XMB-04

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 CIAE-00 INR-07
NSAE-00 L-03 /032 W
---------- 060142 /16
R 190750Z DEC 76
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 0495

UNCLAS TEHRAN 12488

PASS EXIM/FCIA

E.O.11652: N/A
TAGS: EFIN, IR
SUBJ: HARNISCHFEGER INTERNATIONAL/SHERKATE
MACHINALATE OMRANI, SEPARD AVENUE,
NO. 11, TEHRAN, TELEX: 212452 OMRA, IR

1. LOCAL REPRESENTATIVE OF HARNISCHFEGER CALLED AT
EMBASSY TO SAY HE BELIEVED FCIA HAD ALREADY OR WOULD
SHORTLY BE CONSIDERING REQUEST FOR EXTENSION OF
LINE OF CREDIT FROM $750,000 TO $2 MILLION DOLLARS
FOR PURCHASE OF HIS COMPANY'S EQUIPMENT BY SUBJECT
IRANIAN FIRM, TERMS: THREE YEARS, 15 PERCENT DOWN, PREVAILING
INTEREST RATE.

2. REP ALSO SAID HARNISCHFEGER AND SHERKATE MACHINALATE
OMRANI WERE IN PROCESS OF FORMULATING REQUEST FOR $10
MILLION DOLLAR LINE OF CREDIT TO PERMIT IRANIAN FIRM
TO STOCK EQUIPMENT TO SUPPLEMENT SPECIAL ORDER SALES.

3. COMMENT: HARNISCHFEGER REP IS VERY PLEASED WITH
SUCCESS OF HIS FIRM'S EFFORTS IN MARKETING ITS HEAVY
EQUIPMENT HERE IN LAST YEAR. HE BELIEVES CONTINUING AND EXPANDING
SALES POTENTIAL EXISTS (WE CONCUR) AND CAN VERY PROFITABLY BE
EXPLOITED IF DISTRIBUTOR CAN EXPAND SERVICE TO STOCK ITEMS AND
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PAGE 02 TEHRAN 12488 190831Z

SPARE PARTS. EMBASSY PERCEIVES NO POLITICAL OR OTHER REASONS WHY
EXIM/FCIA SHOULD NOT CONSIDER REQUEST FOR INCREASE AT SUCH TIME
AS IT IS MADE.
HELMS

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CREDIT PROGRAMS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TEHRAN12488
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760466-0313
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761229/aaaaayvt.tel
Line Count: 59
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: schwenja
Review Comment: n/a
Review Content Flags:
Review Date: 22 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 JUN 2004 by chengls>; APPROVED <27 AUG 2004 by schwenja>
Review Markings:

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US Department of State
EO Systematic Review
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Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: HARNISCHFEGER INTERNATIONAL/SHERKATE MACHINALATE OMRANI, SEPARD AVENUE, NO. 11, TEHRAN, TELEX: 212452 OMRA, IR
TAGS: EFIN, IR, HARNISCHFEGER INTL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006